



Meeting Minutes – March 20, 2018  
Time: 10 am – 12 pm  
Location: Legislative Hall  
411 Legislative Ave., Dover DE 19903

**In attendance:**

Javier G. Torrijos  
Laura Gendreau  
Rosanna Mena  
Carlos de los Ramos  
Rosalia Velazquez  
Charito Calvachi-Mateyko  
Patricia Rivera  
Jose Irizarry  
Mary Dupont  
Givvel Marrero  
Jack Sanders

**Absent:**

Sonia Aguilar  
Pedro Viera  
Carlos Cotto  
Brian Legum

**Via phone:**

Maria Matos  
Rosa Colon-Kolacko  
Neil Kirschling

**Public Attendance:**

Steven Rodriguez	Acopia Home Loans
Theresa Bobka	Weichert Realtors First Class
James Chongling	Acopia Home Loans
Maria Freudenthal	StandbyMe Negocios
Bill Matt	Landlord Solutions

- I. A motion was made to approve the Jan. 16, 2018 meeting minutes. Approved unanimously.

- II.** Roll call was conducted by the Secretary, Laura Gendreau. She reminded commission chairs to please submit their meeting agenda, meeting minutes, and dates of the subcommittee meetings in order to post to the Public Calendar. She has received information from the Education, Delaware for Puerto Rico, and Economic Development subcommittees. She still needs information from the following subcommittees:
- a. Community and Social Justice
  - b. Housing
  - c. Marketing/Public Relations
  - d. Health and Social Services
- III.** Bill Matt with Landlord Solutions provided the members with a power point presentation on the education of land lords. He is a Delaware State Trooper and was invited by Jack Sanders to present to the DHC members. The following points were made by Bill:
- a. Housing is a matter of quality of life.
  - b. Works with CASA – Court appointed Special Advocate where he works with kids that need help due to criminal activity.
  - c. Works in throughout the State and each County have their own dynamics and are different.
  - d. Sussex houses seem to be handed down whereas land lords in Wilmington go from rental property to rental property.
  - e. Worked with the Department of Justice to get on board with nuisance abatement. The Courts will shut down nuisance properties. In Wilmington this is a big problem and many homes are unoccupied. Out of 32,000 properties approximately 50% are rental. East side of Wilmington has a high rate of unoccupied properties. Creates high crime rates. There is a big need to reduce criminal activity by addressing this problem with the housing rental vacant properties.
  - f. DOJ reached out to Bill to see how land lords can be educated. Wilmington has now adopted the landlord training for new landlords in the City. It is not mandatory for existing landlords. Bill would like this to be mandatory for all landlords.
  - g. The training follows the Mesa model from Arizona.
  - h. To date 1500 plus landlords have been trained. Many of existing landlords never read the Tenant/landlord code
  - i. Landlords are not familiar with notices to tenants.
  - j. The class is 8 hours of training.
  - k. They cover many topics including lease agreements and the code requirements.
  - l. If landlord don't attend class they can be fined, face civil litigation, lose license, and face criminal charges.
  - m. Bill met with a councilman in Wilmington and the councilman told Bill that landlords don't have a good reputation. Unfortunately, this is very true in the City of Wilmington. The new administration is working to correct this problem.
  - n. Bill Matt's contact information is 302-542-9117 or [wmatt@landlordsolutionsde.com](mailto:wmatt@landlordsolutionsde.com)

Laura is concerned about the tenants who are being abused by the landlords and are living in very poor conditions. This is especially the case with the undocumented tenants who have slum lords in Sussex County.

Bill agreed with Laura and said that the landlord training should be mandatory. Landlords would not able to say to the judge that they didn't know.

Laura stated that the laws need to change to provide home inspectors and criminal prosecution of landlords that break the law. Though training is great it doesn't address the real problem with landlords who don't take care of their properties.

Bill agreed that there should be pre-inspections. City of Wilmington is moving toward this approach but this is not required in Sussex County.

Rosalia reiterated that there are many unsavory landlords in Georgetown. She recounted an instance where she was approached by Code Enforcement asking her what to do about a landlord who needed six months to fix a house. She was taken back by the fact that Code Enforcement could not take immediate action on the poor living conditions and approach her about what should be done with the tenants.

Carlo de los Ramos asked Bill what were his expectation from the Delaware Hispanic Commission. Jack responded that he is working with the Housing subcommittee to make the training mandatory and get data from companies like Landlord solution to understand the Latino landlord/tenant issues. Givvel confirmed that Jack was looking for more data to support and require landlord mandatory training.

Carlos de los Ramos told Jack that he should approach La Esperanza and LACC and other various organization to obtain the data.

Mary Dupont stated that we need teeth, legislation, to prosecute landlords. We can try to change minds but we need laws to protect the vulnerable low income families. We need advocates for public policy to prosecute.

Charito stated that on the positive side it's clear that we can't build legislation without a coalition. We can get the support of the private sector. She also asked if the landlords who got paid in cash reported the income on their taxes. She was also curious who sets the rental prices.

Bill reiterated that the landlord training should be mandatory for all. There is also the flipside where tenants are the problem. If the agreement says two people are on the lease and there are six living in the unit then that's a violation of the terms of the rental lease agreement.

Givvel asked how much he charged for the training. Bill said the cost for the class is \$1,000 for one day of class.

**IV.** Rosanna Mena informed the members of the new license card that will be issued. The DPC will also look different. Some of the changes are as follows:

- a. DMV director's signature has been moved.
- b. Only one photo image, however if when you move the card you can see another photo image.
- c. The background will have a different image.
- d. The bar code in the back has moved over to the right side and the reader is smaller in size.
- e. Two Delaware flags may also be seen in the background.

The reason for the changes is to continue to maintain a high level of security for the license card and to meet the AAMVA requirements.

The Mexican consulate will post the changes on their social media.

Rosalia stated that there are many individuals that don't want to apply for the DPC because of fear. They are fearful of getting fingerprinted.

Maria F. also expressed the same concern about the fingerprinting. Though the information is protected by State law it still is a problem with the undocumented.

Charito stated that the information is protected by the law. She said that they should not be sharing the DPC with ICE officials.

Mary D. is concerned that we don't have State like California that protects their residents from ICE.

Bill said that as a State Trooper he is very happy that there is a huge influx of DPC. When he stops a DPC motorist he thanks them and tells them to slow down. He understand the difficulties they face and the sacrifices they've made. The DPC allows law enforcement to know who they are stopping and the person can legally drive on Delaware roads.

Jack asked if a video would help ease the fears of the undocumented. Rosalia said it would still be a real challenge and it's a major fear.

Rosanna also mentioned to that the DMV is piloting a mobile license App. It is currently being conducted with State employees and private businesses. The license would be on a smart phone and the individual would consent to sharing information with law enforcement. The police officer would pin the phone and the driver would have to give permission for the officer to obtain the information from the smart phone. The pilot project is expected to be for six months. Rosanna didn't know if this was also being piloted for the DPC card.

**V. Treasure's Report:**

- a. Maria Matos reported no changes to the current DHC budget. No expenditures were reported. Current amount in the budget is as follows:

i. General Funds (State funds)	\$34,396.85
ii. Donations	\$41,859.04
iii. Anticipated expenditures(see attachment)	<u>(\$32,890.82)</u>
iv. Net Balance after expenditures	<b>\$43,365.07</b>

- b. Outstanding invoices:

- Javier indicated that there is still and outstanding balanced owed. He asked the commissioners to please submit any outstanding invoices.
- Javier submitted the \$312 invoice to Maria Matos for the t-shirts for the fund raising efforts for Puerto Rico. Delaware for Puerto Rico will reimburse DHC for the full amount. Laura is aware and will submit.

**VI. Old Business:**

- a. Charito held the community conversation at Nuestra Senora de Guadalupe church in Sussex County. Over 100 people participated and Bryant Garcia did a great job on immigration topics. Food was served and the church provided childcare services during the community conversation. Charito is having a hard time finding licensed child care providers. She asked the commissioners to let her know if they knew of anyone.
- b. Charito will provide a report of all the community conversations. She is waiting on the Georgetown Church to provide more information before she completes her report.

- c. Charito stated that she is still waiting for invoices from a restaurant owner for the community conversations. She will assist him with submitting the invoices to the DHC for approval.
- d. Mary Dupont said that you can get licensed child care providers from the Delaware Office of Child Care. They have a complete listing of providers that are licensed on their website.
- e. Rosalia stated that La Esperanza has also done 60 community sessions serving over 900 individuals. This is very much needed in the community. They've had to shift the message depending on the needs.
- f. Javier gave an oversight of the 2018 Latino Summit that will be held at the Chase Center in Wilmington on Oct. 30<sup>th</sup> from 8am to 2pm. Regular conference calls are being held every Monday morning starting at 8am. The main focus of the Summit will be as follows:
  - i. Education
  - ii. Economic Development for Latino businesses
  - iii. Voting – Awareness of local and national issues
 Javier asked that members look for sponsors and provide those names to Laura who is heading up this effort.  
 Save the Dates should be going out this week.

## **VII. New Business Subcommittee reports**

- a. Delaware for Puerto Rico – Laura reported the following:
  - i. \$11,960 dollars have been raised to date.
  - ii. Liquidated the water. LACC has received their water that they purchased.
  - iii. Habitat for Humanity will sell the windows and 50% of the proceeds will go toward the PR relief aid.
  - iv. T-shirts for PR are up for sale
  - v. The funds will go to distribute the shipment in Puerto Rico, help purchase air conditioner(s) for a school in PR, and assist the deaf PR community. Cost estimates have been submitted and need to be approved by the Delaware for PR committee. The Port of Wilmington will pay for the containers to be shipped to PR.
  - vi. Laura is working with the Pastors on the cost to distribute the supplies in PR.
  - vii. She is also working with ASPIRA on the school air conditioners in PR
  - viii. She is working with Deborah Torrijos on the aid for the deaf community in PR.
  - ix. Laura stated that there is the much bigger picture which is to advocate for federal funding for PR.
  - x. Charito asked if the school would be getting efficient air conditioning units. Laura stated that they will send the school the dollars and they would purchase the units. It will eliminate the shipping costs which are very high.
  - xi. Laura stated that the Red Clay school district raised \$4,000 for relief aid and gave the check to the DHC to help with PR. Laura is working with ASPIRA

to connect the Red Clay students with PR, possibly pen pals and develop the student relationships.

- xii. Carlos de los Ramos asked who was managing the funds. Laura said that the United Way of Delaware is managing the funds for the committee.
- xiii. Rosalia gave kudos to Laura for all her hard work. The members agreed and gave her a round of applause.
- xiv. Rosalia said she attended a session with TeenSharp and there were Latino students who were there from University of Delaware. She recommended that Laura could connect with them and they may be able to help fundraise. Laura asked Rosalia to provide the information. Laura stated that perhaps they could help advocated at the Federal level for federal funding.
- xv. There are 15 t-shirts left. Commission members were encouraged to purchase the t-shirts.

b. Economic Development – Givvel reported the following:

- i. The committee is focused on the Latino Summit.
- ii. An outline has been developed for the Summit.
- iii. The committee has come up with a cost for each of the Latino Business owners for the Latino MarketPlace. The cost for the sign will be \$50.00.
- iv. They will work with the vendors on their table display.
- v. The committee is also working on the panel discussion with established successful Latino businesses to share their experiences and how to move forward.
- vi. There will be a breakout session to dive into issues that business encounter and how they can get help. The take away is to educate the business owners.
- vii. Rosalia asked if it will be open for all businesses across the State. Givvel and Mary both confirmed that they want to attract Latino businesses across the State.

Maria Freudenthal reported on the StandbyMe Negocios(see handout). Javier told the commissioners that this is a programs supported by DelDOT (\$50k), DHC (\$25K), WSFS, and StandbyMe. This program bridges the gap where other business resource partners are unable to provide the one on one coaching due to the cultural and language barriers. Givvel applauded Maria's efforts and see's how it is making a major difference in the community.

- First thing is to develop a personal relationship with the client and get to know them and their business at the first meeting.
- Many are entrepreneurs but have different knowledge of starting a business. Some have no knowledge of the financial help available.
- The challenge is to get them to slow down and plan. They want to start right away and they aren't ready. The love to dream.
- Many don't trust the financial institutions and save their money under the mattress. Maria works hard to encourage them to use the financial institutions to their benefit. They have a hard time trusting the banks.

- It is a learning curve for most of them. Some don't know the difference between a debit card and a credit card.
- Some have the money and she gave an example of the three guys who are flipping houses and saved up money to purchase their first home.
- She said every County is very different. She has to get them to put down realistic expectations.
- Next Tuesday in Georgetown at the Quezaltezca restaurant there will be a networking event from 6:30pm to 8:30pm.
- She handed out flyers for the event.
- Patricia asked everyone to please register for the event. It is posted on the StandbyMe website. She will post it on the DHC website.
- Mary Dupont thanked Acopia for sponsoring the dinner. They provided a \$700 contribution. The DHC members thanked Acopia and gave them a round of applause. Mary said that Maria goes up and down the State and doesn't complain. She is always smiling, very happy. She is committed to helping the Latino entrepreneurs.
- Mary indicated that they are excited about their partnerships and program. StandbyMe Negocios is partnering with Finanta to help provide loans.
- Mary indicated that they are also partnering with SBDC to provide Quickbooks training. SBDC will create a chart of accounts.
- They are also working with all the business owners to get them DBE certified.
- They have partnered with the media to highlight the business of the month and promote Negocios.

c. Community and Social Justice – Charito reported the following:

- i. Charito informed Mary Dupont that she met with Mr. Granada who owns a construction company and told him about Negocios.
- ii. Hispanic Heritage Month will be celebrated at three libraries. The event will be sponsored by the Arsht Foundation.
  1. Sept. 22<sup>nd</sup> Wilmington Library
  2. Sept. 29<sup>th</sup> Milton Library
  3. Oct. 6<sup>th</sup> Dover Library

At the event Charito will have information on housing, voting, parents rights at schools. She will also conduct the community conversation circles and heritage performances. Food will be provided.

- iii. Charito will provide the community conversation reports.
- iv. Charito has distributed information from her coalition promoting safe communities and advocacy through Drew Serres.
- v. Miriam Sigler has been attending the Delaware State Police community meetings. Miriam would like to focus on immigration issues.
- vi. Charito mentioned a case reported by Claudia (?) where an individual was discriminated and won a lawsuit (?).
- vii. Charito was told by Congresswoman Lisa Blunt-Rochester to please follow up with her on any issues impacting the Latino community. She will help and support our efforts.
- viii. A meeting is schedule with the ACLU on 3/21/18 about disciplining children in schools and hold them accountable without punishing them(?).
- ix. “Be Our Voice” campaign continues this year. Charito is working with the Cape Henlopen school, Mr. Fulton, to get Latinos students who are eligible to vote registered.
- x. The “Be Our Voice” flyer needs to be updated.
- xi. Delaware Civil Rights Coaliton has provided information via email on various activities. Givvel attended one of those rallies where the Governor and the Congresswoman were present. The rally in Washington DC didn’t generate much support for the DACA recipients. There are different local marches taking place. Charito collaborated with the woman’s march.
- xii. Community conversations helped a young lady who was raped and she was able to get support from various women who cried with her, supported her in her education, and rejoiced with her victories. Provided encouragement and got her the necessary help.

d. Health and Social Services – No report provided

e. Education – Javier stated that committee is working on EL fact sheets. All will be completed by October before the Summit. Also, working on a video on the life of an EL Student. Jose and Carlo de los Ramos will help with the project. Advocacy toolkit is in draft form. Will be finalized before Summit.

f. Public Relations/Marketing committee updates. Patricia reported the following:

- i. Carlo de los Ramos will be doing a promo event this Friday with Javier on Comcast Newsmakers.
- ii. Next challenge will be to do live streaming at the Summit.
- iii. DHC website will have the Summit hyperlink.
- iv. Patricia will send out the official Latino Summit logo as well as the DHC official logo. It has been improved.

g. Housing – Jack Sanders reported the following:

- i. Working with Matt to create a better housing for Latinos



- ii. Working with Bob Weir, CEO for NCC Board of Realtors, on a program that will be beneficial to tenants. Jack will reach out to Mary on “Kiss Your Landlord Goodbye” and potential educational classes for the Latino community.
- iii. Jack asked Jose to serve on the Housing committee.
- iv. Jack will provide meeting minutes.

Charito said that Facebook is changing our democracy. She will be deleting her Facebook account. We are suffering terrible consequences.

Carlos de Los Ramos reminded the commissioners that the meeting is public and all discussions are noted. He also asked that the guest speakers be vetted. This had been discussed at a previous DHC meeting.

**VIII. Motions:**

- 1. Jan. 16, 2018 Meeting minutes were approved.

**IX. Action Items:**

- 1. Submit outstanding invoices to Maria Matos
- 2. Chairs submit agenda, meeting minutes, and dates of meeting.
- 3. March 27<sup>th</sup> attend Negocios event in Georgetown
- 4. Members provide potential sponsorship leads to Laura
- 5. Delaware for Puerto Rico to reimburse DHC - \$312.00

**x. Public Comment – none.**